

HAI presents:

# **Helicopter Operator Management Course at HELI-EXPO 2013**

Class Hours are 8:30am-4:30pm (Feb. 28-Mar. 4) and 8-11am (Mar. 5).

Registration is available at <http://www.rotor.com/Events/HELIXPO2013/ProfessionalEducation.aspx>. Seats are limited. On-site registration is based on availability.

Desk hours:

Friday, Mar. 1 - 1:00pm to 5:00pm

Saturday, Mar. 2 through Thursday Mar. 7 – 7am to 5:00pm

Friday, Mar. 8 – 7:00am to 1:00pm

This intensive course will provide new or current managers of civil helicopter operations with the management skills they need for success in today's highly demanding and complex operating environment. All types of helicopter operations, including commercial, in-house corporate, public service, and government, will be addressed.

This course is built around the development of a business case for a typical helicopter operator and will be presented in two parts. The first part will focus on the business, management, finance, and marketing concepts important for helicopter operations and will provide attendees with

## Event Details

**Thu, Feb 28, 2013 - 8:30 am**

**Las Vegas Convention Center**

3150 Paradise Road

Las Vegas, NV 89109



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Representative Kristin Anderson

techniques for applying these concepts in areas such as business planning, safety management, directing and controlling, financial statement analysis, budgeting, cost analysis, defining the market and developing marketing goals, and advertising and selling your service. Class discussion and a case study of a business plan will be used throughout the course to reinforce these concepts.

In the second part of the course, attendees will develop and present case studies based on their own organizations. For the presentation, each attendee will demonstrate their knowledge of concepts and techniques introduced during the course. Emphasis will be placed on utilizing accounting concepts; analyzing cash flow; using ratios to compare revenues, costs, and expenses between periods; and using spreadsheet programs to analyze financial data.

**Directions:** Classroom: Level 2, North Hall, Room TBD  
Course Registration Desk: Level 2, North Hall, near Room N253

**A message from the National FAASafety Manager**

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The FAA Safety Team (FAASTeam) is committed to providing equal access to this meeting/event for all participants. If you need alternative formats or services because of a disability, please communicate your request as soon as possible with the person in the "Contact Information" area of the meeting/event notice. Note that two weeks is usually required to arrange services.